

Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 EB-11 CIAE-00 INR-10 NSAE-00 RSC-01

DRC-01 /049 W
----- 023297

R 231040Z APR 74
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 8140
INFO AMEMBASSY LONDON
USDOC WASHDC

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USDOC FOR BEWT/RICE

E. O. 11652: N/A
TAGS: BEXP, UR, UK, US
SUBJ: STATUS OF RANK-XEROX APPLICATION FOR MOSCOW OFFICE

1. LOCAL RANK-XEROX REP ADVISED EMBOFF APRIL 22 THAT SOVIETS HAVE LINKED COMPANY'S APPLICATION FOR ACCREDITED MOSCOW OFFICE WITH CONCLUSION OF LICENSING AGREEMENT FOR PRODUCTION OF COPIERS IN USSR. SOVIETS HAVE MADE CLEAR THAT ACCREDITATION WILL BE ISSUED IMMEDIATELY UPON CONCLUSION OF LICENSING AGREEMENT, WHICH RANK-XEROX REP SAID HE HOPED WOULD BE SIGNED IN SEPTEMBER/OCTOBER 1974. RANK-XEROX REP COMPLAINED THAT HIS COMPANY'S CASE PROVIDES GOOD EXAMPLE OF HOW SOVIETS CAN INTERPRET CRITERIA FOR ESTABLISHMENT OF ACCREDITED OFFICE SINCE ON BASIS TURNOVER ALONE, RANK-XEROX WOULD HAVE QUALIFIED SEVERAL YEARS AGO. HE REPORTED THAT COMPANY'S 1973 SALES TO USSR PROBABLY EXCEEDED DOLS 8 MILLION, WITH SUBSTANTIAL INCREASE POSSIBLE IN 1974 IF VARIOUS SUPPLY PROBLEMS IN UK CAN BE SOLVED. RANK-XEROX REP ADDED THAT HE UNDERSTOOD THAT UK-USSR LONG-TERM ECONOMIC COOPERATION AGREEMENT, WHICH SCHEDULED TO BE SIGNED IN LONDON IN MAY WOULD INCLUDE SPECIFIC MENTION OF COMPANY'S NEGOTIATIONS FOR LICENSING OF TECHNOLOGY AND ESTABLISHMENT OF ACCREDITED OFFICE.

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2. ALSO ON SUBJECT OF ACCREDITATIONS, EMBASSY HAS BEEN INFORMED BY LOCAL SATRA CORP. REP THAT COMPANY'S LONG-EXPECTED ACCREDITA-

TION WAS ISSUED APRIL 17. THIS BRINGS NUMBER OF ACCREDITED
US FIRMS TO 15.
STOESSEL

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MOSCOW05989
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740095-0026
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740422/aaaaasvd.tel
Line Count: 64
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 05 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 JUN 2002 by boyleja>; APPROVED <08-Aug-2002 by MorefiRH>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: STATUS OF RANK-XEROX APPLICATION FOR MOSCOW OFFICE
TAGS: BEXP, UR, UK, US
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005